

## Contract Management and Negotiations Strategy Masterclass

**Course#: PM-15**  
**Duration: 2 Days**  
**Price: 0.00**

### Course Description

With the majority of an organisations spend being under contracts with suppliers, service providers, vendors, and consultants, contract management is one of the core activities of a modern organisation.

But contracts do not manage themselves. People choose what aspects are managed given their skill and time constraints. We under-invest in contract management and we often just administrate contracts, rather than design and drive the strategies that yield high-performance outcomes.

This workshop is designed to help you transcend the traditional, more administrative role that has been the nature of contract management here. This course is ideal for those ready to drive contract management to new levels at your organisation. You recognise your organisations need to think strategically, think long-term, and think results.

This 2-day workshop provides the concepts and tools used by leading organisations throughout the globe. Think of it as a 2-day shopping trip for best practice but only what works in practice, consistently, across many organisations. Youll be shown many examples, have many interactive exercises to try things out for yourself, and be in a supportive and interactive environment in which to soundboard for your current issues and challenges faced in contract management.

On successful completion of the course, you will receive a Course Completion Certificate from KnowledgeHut with Credits (1 credit per hour of training).

### Objectives

You will get a complete guide to Contract Management Best Practices  
How to develop a robust tendering contract management framework for the design delivery of commercial objectives via contractual means

Learn the art of negotiation through expert practical instruction

You will also get:

1 credit per hour of learning

Downloadable e-book

Participation certificate from KnowledgeHut on successfully completing the course

## **Audience**

Project Managers, Procurement Managers, Contract officers, managers, and administrators ready to step up and lead in contract management

Group managers and team leaders who want to accelerate the contract management maturity and capability of those whom they manage

Procurement professionals responsible not just for buying wisely, but delivering results from the contracts put in place

Category managers in charge of multiple contracts and driving multiple lifecycles

Vendor and supplier relationship managers wanting to broaden perspectives and competencies

Leaders, advisors, and influencers wanting to challenge the status quo to get a much higher return on the spend with external parties

## **Prerequisites**

## **Content**

Portfolio, Program and Project Management Overview

Absorb the complexity of managing today's contracts and providers

See modern techniques for strategically managing the range of contracts in your portfolio

Obtain tools and techniques to get real results and performance through strategic thinking

Benchmark your organisation against best practices, and choose the practices right for you

Be conversant in the key aspects of law that affects managing contracts

Avoid the Winners Curse 20% of contracts are cursed from the start

Kick off a contract management strategy

Examine the use of a Governance Charter a best practice for contract management agreements  
Have your personal contract management style profiled and benchmarked, and see how the styles  
can affect your team and relationships with providers